

Driving Indiana's Economic Growth

Indiana Toll Road Transaction in 2 minutes!





Toll Road lease

State of Indiana 75 years

- Maintenance
- Operational
- Capital
- Risk*
- \$3,800,000,000 lump sum payment

ITRCC 75 years

Toll IncomeStream



Risk Allocation!

- Not transit, or highway or economic development, or...
- But you can have whatever you want if...



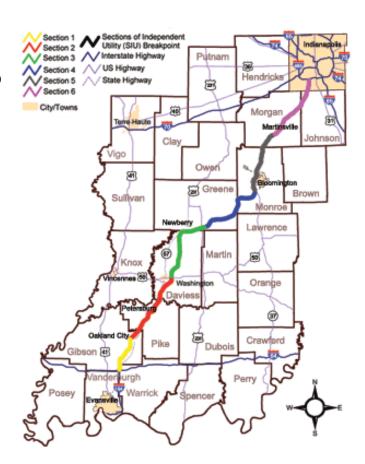
Begin with the end in mind!

- Request for proposal (RFP)
- Lease
- Relationship



I-69 Evansville to Indianapolis

- Too many unknowns for PPP
 - Finance
 - Traffic model
 - Footprint





Many teams/Many members

- Identify
- Prioritize
- Sequence
- Monitor
- Communicate the deliverables



- Anticipate legitimate and deep policy differences
 - **51-48**
 - Government and business are different and similar
 - Negotiation with the public



- Anticipate and prepare for litigation or
- No shortcuts! (more importantly)



Questions

- 75 years?
- How could you give our road to foreign ownership – will they fly their flags?
- How will dead deer be cleaned up?
- How will fire and police respond?
- What if there is a war?



And just one player at that...

Call or e-mail if I can help!

Thank you!



Contact Information

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